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BEFORE THE
ILLINOIS COMMERCE COMMISSION

IN THE MATTER OF:)
WILSHIRE CONNECTION, LLC)
Application for a certificate of) No. 01 -0195
local interexchange authority to)
operate as a reseller and)
facilities based carrier of)
telecommunications services)
throughout the State of Illinois.)

Chicago, Illinois
May 15, 2001

Met pursuant to notice at 2:00 p.m.

BEFORE:

DEBORAH KING, Administrative Law Judge.

APPEARANCES:

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MR. LANCE STEINHART
6455 East Johns Crossing, Suite 285
Duluth, Georgia 30097
appearing telephonically for the
Applicant;

MR. MARK HANSON and
MS. BARB LANKFORD
527 East Capitol Avenue
Springfield, Illinois
appearing telephonically for Staff.

SULLIVAN REPORTING COMPANY, by
Jennifer Natale, CSR

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I N D E X

Witnesses:	Direct	Cross	Re - direct	Re- cross	By Examiner
WILLY MA	6	8			
		11			

E X H I B I T S

Number Evidence	For Identification	In
Applicant's No. 1	4	8

1 (Whereupon, Applicant's
2 Exhibit No. 1 was
3 marked for identification.)
4 JUDGE KING: Pursuant to the authority of
5 the Illinois Commerce Commission, I now call
6 Docket No. 01-0195. This is the application of
7 Wilshire Connection, LLC, for a certificate of
8 local interexchange authority.
9 May I have the appearances for the
10 record.
11 MR. STEINHART: Yes. This is Lance
12 Steinhart the attorney for Wilshire Connection,
13 LLC. The address is 6455 East Johns Crossing,
14 Suite 285, in Duluth, Georgia 30097. The
15 telephone is (770) 232-9200.
16 JUDGE KING: Staff.
17 MS. LANKFORD: This is Barb Lankford,
18 consumer services division, Illinois Commerce
19 Commission, 527 East Capitol, Springfield,
20 Illinois.
21 MR. HANSON: Mark Hanson, telecommunications
22 division, Illinois Commerce Commission, 527 East

1 Capitol, Springfield, Illinois.

2 JUDGE KING: We're here today for the
3 evidentiary hearing. I believe we have one
4 witness.

5 MR. MA: Yes. This is Willy Mau president
6 of Wilshire Connection, LLC, located at 633
7 West Fifth Street, 56th Floor, Los Angeles,
8 California 90071. The telephone number is
9 (213) 213-8500.

10 JUDGE KING: Okay. Could you spell your
11 name for the court reporter.

12 MR. MA: Sure. The first name is spelled
13 W-i-l-l-y. The last name is spelled M-a.

14 JUDGE KING: All right. Mr. Ma, if you
15 could raise your right hand.

16 (Witness sworn.)

17 JUDGE KING: We can proceed.

18 MR. STEINHART: One quick question,
19 Ms. King, the financial information --

20 JUDGE KING: Yes.

21 MR. STEINHART: We wanted that to be kept
22 confidential. How do you want to handle that

1 submission?

2 JUDGE KING: Well, I believe -- I guess,
3 Staff, you don't have any objections to that?

4 MR. HANSON: No.

5 MS. LANKFORD: No.

6 JUDGE KING: Then what we will do is mark it
7 as Applicant's Exhibit No. 1, and I will keep it
8 in the envelope marked confidential and we will
9 -- I'll indicate on the record that it will be
10 given proprietary treatment.

11 MR. STEINHART: Okay.

12 WILLY MA,
13 called as a witness herein, having been first
14 duly sworn, was examined and testified as
15 follows:

16 DIRECT EXAMINATION

17 BY

18 MR. STEINHART:

19 Q I just have a quick -- quick question
20 here.

21 Mr. Ma, could you please state
22 your name and title for the record, please.

1 A Yeah. Willy Ma, M-a, and president.

2 Q And are you familiar with the

3 application and the attachments thereto that were

4 filed in this docket?

5 A Yes, I am.

6 Q And is the information contained

7 therein true and correct in all material respects

8 to the best of your knowledge?

9 A Yes.

10 MR. STEINHART: Okay. Thank you. I have no

11 further direct questions. I'll turn Mr. Ma over

12 for cross-examination.

13 JUDGE KING: Okay. But you're asking that

14 Applicant's Exhibit No. 1 be admitted into the

15 record?

16 MR. STEINHART: Is Exhibit 1 the financials?

17 JUDGE KING: Yes.

18 MR. STEINHART: Well, not into the

19 record -- not the public record, but --

20 JUDGE KING: Right. It will be placed in

21 the record but marked as confidential and

22 proprietary.

1 MR. STEINHART: Yes. Yes, please. Thank
2 you.

3 JUDGE KING: All right. Let the record
4 reflect that Applicant's Exhibit No. 1 is hereby
5 admitted and will be given treatment as a
6 confidential and proprietary document.

7 (Whereupon, Applicant's
8 Exhibit No. 1 was
9 admitted into evidence.)

10 MR. STEINHART: Thank you.

11 JUDGE KING: We can proceed with cross.

12 MS. LANKFORD: Okay. This is Barb Lankford.
13 I just have a few questions.

14 CROSS-EXAMINATION

15 BY

16 MS. LANKFORD:

17 Q Are you offering service in any other
18 state other than California?

19 A At this time it's only California.

20 Q Do you have any pending
21 applications -- applications in other states?

22 A Yes, we do.

1 Q About how many states?

2 A About five including Illinois.

3 Q Okay. What are your business hours?

4 A 8:00 to 5:00.

5 Q And if a customer calls your toll-free
6 number, can they reach someone 24 hours a day?

7 A Yes.

8 Q Seven days a week?

9 A Yes.

10 Q Okay. How do you plan to solicit your
11 customers?

12 A Web base and direct contact. Mostly
13 direct contact.

14 Q Okay. Will you be doing any
15 telemarketing?

16 A Not at this time, but maybe in the
17 future.

18 Q You had stated that you will use two
19 external methods, agents and wholesalers. Are
20 these people with your company or are they
21 contracted individuals?

22 A At this time we don't have any agents.

1 If we intend to do that, mostly it will be
2 outside contractors.

3 Q Okay. And I want to verify if you plan
4 to use either the -- like a third-party verifier
5 or a letter of authority?

6 A Yes.

7 Q Okay. Which one do you plan to use; do
8 you know?

9 A If we were to use, we plan to use a
10 letter of authority.

11 Q Okay. And who would the consumer
12 services division of the Illinois Commerce
13 Commission contact for complaint resolution?

14 A It will be myself --

15 Q Okay.

16 A -- or Eric Bender.

17 Q Okay. And in Appendix A you state that
18 you will provide your own customer repair.

19 Does this mean you will contract
20 with independent contractors or will this be your
21 employees?

22 A It will be independent contractors.

1 Q And do you plan to add more employees
2 once you start providing services in Illinois?

3 A That is a possibility.

4 MS. LANKFORD: Okay. I believe that's all
5 the questions I have. Thank you.

6 THE WITNESS: Thank you.

7 CROSS-EXAMINATION

8 BY

9 MR. HANSON:

10 Q Mr. Ma, this is Mark Hanson.

11 A Yes, Mr. Hanson.

12 Q I just have a couple of questions.

13 Based on your petition and some of
14 the attachments to it, you're initially intending
15 to provide service in the state as a reseller; is
16 that correct?

17 A Yes.

18 Q And then you -- this application is
19 for resale and facilities-based. Are you
20 intending -- according to some of the
21 information, there will be some time period
22 before you actually start offering service as a

1 facilities-based carrier?

2 A That's correct.

3 Q And when -- what sort of time frame

4 would that be; do you have a plan for that?

5 A At this time we don't have a definite

6 plan, but it will be -- the soonest will be

7 within six months to a year.

8 Q And as I understand it, you're going to

9 actually own your own switch; is that correct?

10 A That's correct.

11 Q And as of such time that you become

12 facilities-based when you actually start

13 providing facilities-based service, there's a

14 couple of issues in terms of collection of

15 surcharges and call box requirements that vary

16 between a reseller and facilities-based.

17 You will then comply with the

18 requirements for facilities-based carriers?

19 A That's correct.

20 MR. HANSON: Okay. I have no further

21 questions.

22 THE WITNESS: Thank you.

1 JUDGE KING: Is there any redirect?
2 MR. STEINHART: No, thank you.
3 JUDGE KING: All right. Nothing further
4 from Staff?
5 MR. HANSON: No.
6 MS. LANKFORD: No.
7 JUDGE KING: All right. I am then going to
8 bring this matter to a close.
9 I will ask that the record be
10 marked heard and taken. I thank everyone for
11 their participation, and I will get this on the
12 next possible agenda.
13 HEARD AND TAKEN
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CERTIFICATE OF REPORTER

STATE OF ILLINOIS)
)
COUNTY OF COOK)

CASE NO. 01-0195

TITLE: WILSHIRE CONNECTION LLC

I, Jennifer Natale do hereby certify that I
am a court reporter contracted by SULLIVAN
REPORTING COMPANY, of Chicago, Illinois; that I
reported in shorthand the evidence taken and the
proceedings had in the hearing on the
above-entitled case on the 15th day of May A.D.
2001; that the foregoing 13 pages are a true and
correct transcript of my shorthand notes so taken
as aforesaid, and contains all the proceedings
directed by the Commission or other person
authorized by it to conduct the said hearing to
be stenographically reported.

Dated at Chicago, Illinois, this
30th day of May A.D. 2001.

REPORTER